

# Routes to tour in Germany

## The Romantic Route

German roads will get you there — and if you haven't yet made up your mind, why not try the Romantic Route? It runs from Würzburg on the Main to Füssen high up in the Bavarian mountains. Romanticism is not an escape from the down-to-earth present into the past. We feel these little old towns are a part of living history that carries more conviction than many a book.

You may have heard of Rothenburg, Dinkelsbühl or Hohenschwangau. But have you ever been to Nördlingen with its unspoilt mediaeval town centre? Or Augsburg, the 2,000-year-old trading centre, episcopal seat and Free Imperial City? Or Feuchtwangen and Donauwörth?

Visit Germany and see for yourself Gothic, Baroque and Renaissance architecture. Let the Romantic Route be your guide.

- 1 The Tauber valley
- 2 Rothenburg ob der Tauber
- 3 Augsburg
- 4 Würzburg

**DZT** DEUTSCHE ZENTRALE  
FÜR TOURISMUS EV.  
Beethovenstrasse 69, D-6000 Frankfurt/M.

# The German Tribune

A WEEKLY REVIEW OF THE GERMAN PRESS

C 20725 C  
ISSN 0016-8858

18 September 1983  
second year - No. 1100 - By air

## Madrid talks end with the Soviets under pressure



Ban on Soviet flights

Bonn Foreign Minister Hans-Dietrich Genscher being questioned by the Press in Madrid after Nato foreign ministers had decided on a ban on civilian flights to the Soviet Union in retaliation for the shooting down of the Korean Boeing 747.

(Photo: AP)

Nobody knows what this compromise will look like.

The Americans are said to be no longer interested in the walk-in-the-woods proposal. As long as there are large numbers of SS 20s around, the Americans insist on a "mix" of Pershings and Cruise missiles.

This, however, can be seen as merely good negotiations tactics for the benefit of the Soviet Union.

If the renunciation of the "mix" were already to be offered as a concession today, the Soviet would immediately be

making the next demand without having budged an inch themselves.

Madrid was not just a very small step on the way to "humanitarian improvements" and perhaps a reduction in the trigger-happiness of the Communist side.

The Soviet Union was confronted by international pressure to show a more humane face on the disarmament front.

The American position in Geneva has without doubt been strengthened.

Hans-Joachim Nünz

(Frankfurter Neue Presse, 10 September 1983)

## Genscher steers conference clear of troubled waters



groups providing such acceptance is compatible with national laws.

However, national laws in the Soviet sphere of influence are still interpreted according to their usefulness to state interests, i.e. to the Communist party leadership.

Considering the repression of the Polish trade union Solidarity during the consultations in Madrid the result of the conference is a poor and unusual one.

When it comes to human rights, it would seem that the principle of *pacta sunt servanda* in international law, so readily emphasised in the Soviet Union, is no longer valid.

The Soviet interpretation of law accepts this principle up until the time when the international Communist revolution supersedes the type of international law referred to by Moscow as "bourgeois".

The fact that western diplomats accept

the programmed non-fulfilment of the CSCE accords in the Communist "empire" as a given fact is something of which they should be ashamed.

Although there are protests and denunciations, the Soviet delegation knows that in the end the conference swallows everything — even a condemnation of those persons who refer to the acceptance of the Helsinki accords by their own governments and demand the fulfilment of that which has been agreed upon: to be able to leave their countries at will or the reuniting of families which have been torn apart.

Genocide in Afghanistan, the use of the Polish army to maintain "socialist normality" by force against the will of the Polish people in an effort to avoid direct Soviet intervention, and finally the shooting down of a passenger aircraft could not prevent the diplomats of the free world from citing the imaginary spirit of Helsinki as a starting-point for a "policy of detente".

West German Foreign Minister Hans-Dietrich Genscher repeatedly saved the conference from breaking up under the strain of the (in itself healthy) disgust shown by the Americans in the

Continued on page 2

### IN THIS ISSUE

#### AFFAIRS Page 2

Boeing disaster

Soviet reaction mean for West talks

#### DEFENCE Page 5

Boeing shooting may indicate

struggle in the Kremlin

#### RADIO SHOW Page 9

New in electronic entertainment

#### ARM'S TRADE Page 15

Charged over illegal

exports

#### OPINION Page 17

Some have never seen

these are sad examples of the

use of human rights in the East

Thousands can be helped by re-

arrangements.

#### CONFERENCE Page 19

Madrid turned into

final for the Soviet Union.

Not the Western powers but also the

states and those sympathising

its cause, among them the Swe-

Foreign Minister, wagged the fin-

ger of warning at the Soviet Foreign

Minister Andrei Gromyko.

It is unlikely that a world power at an

international conference has ever felt so

though this will not help the vic-

of the airliner incident it may indi-

cate

ce

## WORLD AFFAIRS

## What the Boeing disaster and Soviet reaction mean for East-West talks

**H**ow the Soviet Union reacted to the shooting down of a South Korean airliner is likely to have more serious international repercussions than the incident itself.

If the Soviet Union cannot provide firm assurances that similar acts will not be repeated, the loss of trust in international relations will be considerable.

At a time when the Soviet Union and the United States are holding extremely complex negotiations relevant to the se-

Kremlin power struggle and the shooting; International pilot's reaction; page 8.

curity of both sides, mutual trust is essential if agreement is to be reached.

If trust is missing, the resultant hairsplitting means that the problems of controlling and guaranteeing such agreements become overemphasised.

Even if issues, an atmosphere lacking trust can lead to ultimate negotiating failure.

Attention focuses on the character of respective negotiating partners, leaving the issues at stake waiting in the wings.

The question of how valuable negotiations and agreements with the Soviet Union in fact are was already thoroughly thought through and rationally "X-rayed" once before by the United States during the Nixon-Kissinger period.

Fear would seem to be the operative word here. Fear of a military threat like the one demonstrated in Sweden and Norway during the conference period?

If so, this fear should be clearly stated. Submarines can be built to combat submarines. Honestly expressed fears would strengthen the West's position at the Geneva talks. What is more: they would provide the Foreign Ministers with arguments for the conference on disarmament in Europe agreed on.

At such a level there are positions which can be negotiated. Human rights, which were defined in the conference's host country 500 years ago as divine and which were regarded as such in other cultures too. There can be no bargaining on the rights of nature and of life.

All previous culture groups agree that a Marxist-Leninist "right" is a contradiction in terms.

What has the history of the CSCE been about? Originally, it was an attempt by the Soviet Union to seal its war gains in terms of international law without a peace treaty. In this respect, Moscow also includes the alteration of Polish national territory against the will of the Polish exile government in London and in the interests of an extension of the Soviet state as well as the liquidation of the Baltic states agreed with Hitler.

The agreements with Eastern bloc countries (Ostverträge) and non-aggression encouraged the planned dismantling of the expulsion of six million Germans.

Moscow wishes to extend its hegemony to Europe as a result of the German defeat in World War II.

The ones to suffer are not only the Germans — in East and West — but also the Eastern bloc satellite states, of which those in the Balkan region are to disappear altogether.

Finally, since in this context the responsibility of the western allies in the last war sealed in Yalta could surface, western diplomacy decided to unite its efforts to steer the CSCE process in a different direction to that envisaged by the Soviet Union.

Although this was successful, the result is the cul-de-sac in which we find ourselves today.

Rolf Götz

(Die Welt, 7 September 1983)

## Genscher's role

Continued from page 1

face of sheer cynism on the part of the Soviets. Genscher wishes to maintain the dialogue — apparently at all costs.

Fear would seem to be the operative word here. Fear of a military threat like the one demonstrated in Sweden and Norway during the conference period?

If so, this fear should be clearly stated. Submarines can be built to combat submarines. Honestly expressed fears would strengthen the West's position at the Geneva talks. What is more: they would provide the Foreign Ministers with arguments for the conference on disarmament in Europe agreed on.

At such a level there are positions which can be negotiated. Human rights, which were defined in the conference's host country 500 years ago as divine and which were regarded as such in other cultures too. There can be no bargaining on the rights of nature and of life.

All previous culture groups agree that a Marxist-Leninist "right" is a contradiction in terms.

What has the history of the CSCE been about? Originally, it was an attempt by the Soviet Union to seal its war gains in terms of international law without a peace treaty. In this respect, Moscow also includes the alteration of Polish national territory against the will of the Polish exile government in London and in the interests of an extension of the Soviet state as well as the liquidation of the Baltic states agreed with Hitler.

The agreements with Eastern bloc countries (Ostverträge) and non-aggression encouraged the planned dismantling of the expulsion of six million Germans.

Moscow wishes to extend its hegemony to Europe as a result of the German defeat in World War II.

The ones to suffer are not only the Germans — in East and West — but also the Eastern bloc satellite states, of which those in the Balkan region are to disappear altogether.

Finally, since in this context the responsibility of the western allies in the last war sealed in Yalta could surface, western diplomacy decided to unite its efforts to steer the CSCE process in a different direction to that envisaged by the Soviet Union.

Although this was successful, the result is the cul-de-sac in which we find ourselves today.

Rolf Götz

(Die Welt, 7 September 1983)

## Car workers cheer President Carstens in Yugoslavia

**B**onn President Karl Carstens has paid the first visit to Yugoslavia as a German head of state since the war.

The tour reflected the increasing understanding and trust between the Federal Republic and Yugoslavia.

Carstens was greeted with cheers at the TAS motor works in Sarajevo and in Zagreb.

The visit did much more than merely confirm joint achievements in the fields of politics, economics and culture over the past 20 years.

The mood in Belgrade, Sarajevo and Zagreb paved the way for better coop-

eration and closer contacts, particularly in the economic field.

A member of the Volkswagen board of directors confirmed during the visit to the TAS plant in Sarajevo that his company would be making DM100m investment in the car industry in Yugoslavia.

At least for the time being, President Carstens assured Yugoslavia that there are no intentions of expelling Yugoslav foreign workers out of West Germany.

The fact that President Carstens was cheered at the TAS works and in the streets in Zagreb showed that the free part of Germany has more friends in Yugoslavia than expected.

Gustav Chalupa

(Westdeutsche Allgemeine Zeitung, 10 September 1983)

the realisation that Kissinger was negotiating with the Soviets still very much alive in East Germany, at least appeared to cater more to American interests. It was Secretary of State Alexander Haig who mediated between the two.

Above all, the Americans found themselves faced by international agreements to contain Soviet expansionism and bring about restraint in international politics.

The collapse of the Nixon Administration in the wake of the Watergate affair meant that the Soviet Union no longer needed to show the consideration it had shown up to that time. The ensuing crisis not only affected the American government but the whole American nation.

The United States' ability to act had suffered a setback, that of the Soviet Union a disproportionate improvement. Even as Secretary of State, under the transitional President Gerald Ford, Henry Kissinger was not able to continue the line of earlier policies.

Finally, President Carter did not manage to "emasculate" Soviet activities.

He did negotiate a second SALT agreement. However, taking advantage of American difficulties with Iran, the Soviet Union marched into Afghanistan, and President Carter decided not to present the SALT agreement to Congress; he sensed defeat.

There was already enormous opposition against SALT in Congress. It underlined to what extent the Soviet Union had forfeited the minimum of trust implied in an agreement with the Soviets.

Yet again the question was raised as to the value of agreements with the Soviet Union. The Kissinger period in America's political thinking had come to an end.

Against this background it was only logically consistent for President Reagan to open up his period in office by repeatedly stating that he had no great hopes of reaching reasonable agreements with the Soviet Union.

He even went so far as to claim that the Soviet Union could not be trusted as a negotiating partner, an assertion which re-established a frosty climate in American-Soviet relations.

In many cases, for example in his reaction to the European gas-for-pipeline deal, President Reagan made it clear that he regarded agreements with the Soviet Union as more dangerous than beneficial.

However, Reagan was confronted by

## HOME AFFAIRS

## Social justice emerges as budget debate issue

The man-in-the-street understands such straightforward talk, realising that his own interests can only be served by a policy that preserves the essence rather than the fringes of the social security system.

It is not as if the government and its finance minister are being thrifty only for the sake of sticking to principles. At the root of the tightfistedness is the realisation that the most unsocial policy is a policy that creates joblessness by putting too much of a burden on business and consumers.

If unemployment is not to go up still further because 250,000 new jobs will be needed soon for the baby-boom generation, working hours must become more flexible. Moreover, business must be made to flourish again, and exactly this is what the government intends to achieve with its 1984 budget.

Furthermore, the United States can still be changed. But the volume of the budget as drafted in the medium-range plan cannot be exceeded without endangering the whole structure.

Warnings are directed at both the budget government and the Opposition.

SPD does not want a confrontation, but it does demand that social

agreements be reversed, that surtaxes on earners be introduced and that tax legislation will allow it to make a profit again.

Unless there are profits in the offing, business is unlikely to invest.

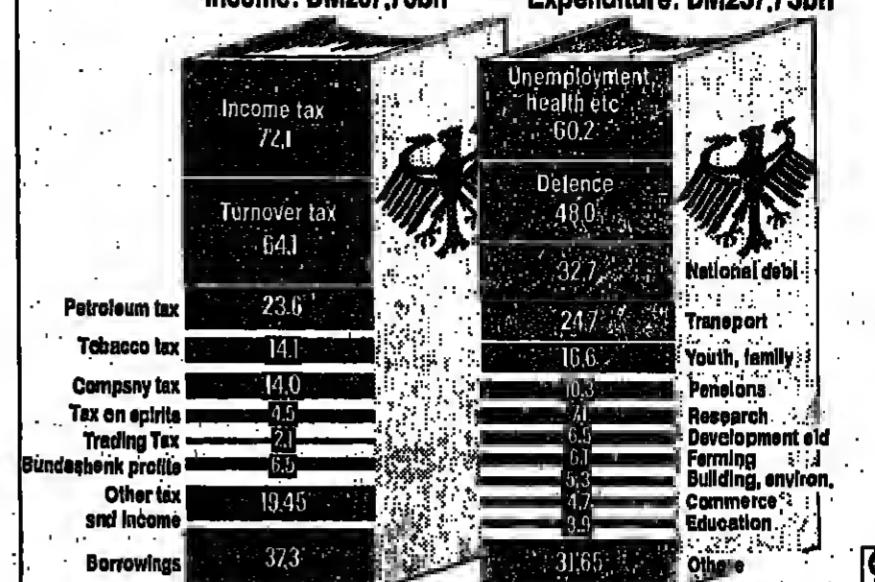
But the financial scope needed for

## Balancing the books

Income: DM257.75bn

Draft outline of the 1984 federal German budget

Expenditure: DM257.75bn



such medium-term aims as an improved family policy and tax relief for the working population still has to be created.

And this can only be done by strict adherence to the austerity policy which some economic researchers regard as not going far enough to have a beneficial effect on the economy anyway.

But the wrong decisions of the past 12 years cannot be corrected in one fell swoop.

If the government manages to achieve its fiscal objectives and bring the deficit down to DM22bn in 1987, it cannot fail to boost the economy.

The Bundestag budget committee, which is about to begin its work, could well come up with even better solutions.

In any event, the committee members are determined to reduce spending even more than provided for in the draft budget — and wisely so because there are considerable risks looming, such as additional subsidies for the coal industry and Bonn's commitments in connection with export guarantees.

Fides Krause-Brewer  
(Rheinischer Merkur/Christ und Welt, 9 September 1983)

## Opposition gives Stoltenberg armchair ride

T

he Bonn government should be satisfied with its Opposition.

During the budget debate, the Greens and the SPD made it easy for Finance Minister Gerhard Stoltenberg (CDU) and other government speakers to present their budget policy as the only possible solution.

A further deterioration is to be expected by DM6.5bn in spending, primarily at an international level.

This involves billions worth of equipment.

Many took great offence at the proposal made by President Reagan of his period in office that the internal cohesion of the Soviet Union would total collapse.

The government also wants to cut

down on any tax relief to invest on

new money markets rather than in

the two most important fields proposed DM3.5bn tax relief will not be sufficient.

Such negotiations are guaranteed to succeed themselves. It is to be financed by increased VAT.

The government also wants to cut

down on any tax relief to invest on

new money markets rather than in

the two most important fields proposed DM3.5bn tax relief will not be sufficient.

Such negotiations are guaranteed to succeed themselves. It is to be financed by increased VAT.

The government also wants to cut

down on any tax relief to invest on

new money markets rather than in

the two most important fields proposed DM3.5bn tax relief will not be sufficient.

Such negotiations are guaranteed to succeed themselves. It is to be financed by increased VAT.

The government also wants to cut

down on any tax relief to invest on

new money markets rather than in

the two most important fields proposed DM3.5bn tax relief will not be sufficient.

Such negotiations are guaranteed to succeed themselves. It is to be financed by increased VAT.

The government also wants to cut

down on any tax relief to invest on

new money markets rather than in

the two most important fields proposed DM3.5bn tax relief will not be sufficient.

Such negotiations are guaranteed to succeed themselves. It is to be financed by increased VAT.

The government also wants to cut

down on any tax relief to invest on

new money markets rather than in

the two most important fields proposed DM3.5bn tax relief will not be sufficient.

Such negotiations are guaranteed to succeed themselves. It is to be financed by increased VAT.

The government also wants to cut

down on any tax relief to invest on

new money markets rather than in

the two most

## ■ THE PARTIES

## Greens develop doubts about credibility

If elections of the recent past could be used as a yardstick, the Greens could be going from one electoral success to another.

But the trend is not valid. Things have changed and there is the chance that the environmentalists will fall below the crucial five per cent level in both Bremen and Hesse polls this month. That would mean no Green MPs in the two parliaments.

Despite indications that the Greens have lost much of their impetus, the established parties would make a grave mistake if they interpreted this as a confirmation of their infallibility and indispensability.

Scandals over the Green Hesse MP member Frank Schwalbe-Hoth who spattered US General Paul S. Williams with blood at an official reception in Wiesbaden, and the Green Bundestag MP Klaus Hecker, who resigned after admitting pinching bosoms of female staff, have probably caused strife in the party.

But in the campaign these events will hurt the Greens primarily because they have nothing to offer the electorate.

The point is that the Greens themselves do not know what attitude to take towards the two events. They cannot view them rationally because they lack yardsticks and consensus. And all this is the result of their lack of political substance.

It is this lack of substance that has permitted the two affairs to throw the whole structure of the Greens with all their parliamentary parties, state executives, boards and grassroots groups into debilitating discussions over their own raison d'être.

The conflict within the Greens has nothing to do with the morale of their MP Klaus Hecker. What is at the root of the conflict is a deep chasm: on the one hand their unbridled and wishy-washy claim to be the alternative in a politically mired world; on the other, the fact that bickering over details and hacking is overgrowing the half-truths of their programme. It is this that will prove the party's downfall.

Some of the founding fathers of the Greens warned that it was too early to form a political party and make a bid for parliamentary representation.

A prerequisite for entering Parliament is to be able to cope with the political rules of the game, regardless of a party's objectives.

The very fact that the party has no idea what to do with the political mandate it has obtained is costlier than the benefits to be derived from the mandate.

As long as the Greens fearing for their unity, are unable to adopt pragmatic compromises with the established parties and as long as this encapsulation policy remains essentially a means of self-protection (preventing nothing and benefiting only the opponent) the price for the initial spectacular parliamentary performances is too high.

The Green organisation is neither mature nor can it take strain. Their loud-mouth talk of an entirely new kind of politics and a fundamentally improv-

ed democratic culture is anchored to a trivial attitude that is even more narrow-minded and aggressive.

But none of this would be so disastrous if it were not for the fact that they have to face the voters at the strategically most inopportune moment.

Since the toppling of the social-liberal coalition the SPD has been worried about defining its opposition role alongside the Greens.

But the Social Democrats have overlooked the fact that the Greens are in the same role. They originally profited from the SPD losses resulting from its time in government: opposition within the opposition.

Paradoxically, the other problem for the parliamentary Greens is the peace movement. There is little the Greens can do for the movement in parliament. And outside parliament the much broader peace movement does not depend on the Greens as a party.

What would happen if the Greens were no longer represented in any German parliament?

Nothing would change except the state of the Green camp; and that is too little for genuine politics.

*Robert Leicht  
(Süddeutsche Zeitung, 31 August 1983)*

## SPD comes down hard on Nato pullout proposal

The SPD has quickly rejected a suggestion that Germany pull its forces out of Nato's military control.

The suggestion came from Oskar Lafontaine, leader of the SPD in the Saar. The party's general secretary, Peter Glotz, says the national executive steering committee spent only two minutes discussing the proposal.

The rejection of the SPD's most outspoken anti-missile man and his ideas was harsh.

The party leadership is papering over the fact that it is worried about the tacit anti-Nato stance of Lafontaine, one of its national executive members.

The SPD is worried in case the Lafontaine spark causes a brushfire. The party has an already difficult enough dispute over what stance to take on the missiles deployment in Germany and on Nato.

Lafontaine first suggested leaving Nato five months ago at the National

Congress of the Jusos (the young members' branch of the SPD) in Oberhausen.

Then he gave as reasons missile deployment in Western Europe and the US idea of a nuclear war that could be won.

Considering that "Nato is a powder keg supplied complete with fuse," Germany's continued membership in the Alliance is untenable, he told the meeting.

SPD Bundestag parliamentary leader Hans-Jochen Vogel put Lafontaine on the carpet in his usual gentle way at that meeting. Later he announced that nobody in the Social Democratic camp was "seriously considering West Germany's breaking away from Nato."

He said that Lafontaine did not support leaving Nato nor did he fundamentally question the Alliance.

## Environmentalists in court accusation of breakaway



answer is not to allow DPKP to join the Alternatives.

The Hamburg Greens have the armed forces, police, border guards, disaster relief and development monili. One of their spokesman said: "We hope that this will pose no problem to the GAL project."

It was over Bremen that at the latest there will just not be enough youngsters.

On 20 August, a meeting of natives voted 120 to 30 to 200,000 a year of eligible men in 1993 and 1994 a mere (BAL), in which the DPKP plays a prominent role.

There was no rapport between the Alternatives and the Greens for a new alliance with the German Communist Party (DKP) against the Greens.

This, say the Greens, is to be done through the membership of individual Alternatives in the DPKP. Anybody doing this would destroy the GAL.

The Greens pin their hopes on some Alternative List members who are trying to fight separatist tendencies. The Greens stress, however, that the only

proposals to meet requirements have been considered. They include an increase in the number of regular soldiers, longer conscription and jobs carried out by civilian staff.

One speaker at a meeting of alternatives said: "A success

in the Bremen BAL would be a blow to the armed forces' responsibilities. It has been suggested, might be transferred to industry. Serving soldiers should be replaced by reservists, manpower in favour of those who

have forgotten."

Critics were told that the reduction in the number of men in the armed forces and conscription of older men and foreign residents

have also been proposals for a range of supporting measures to

the service in the Bundeswehr, the

The Bock, once top candidate of the GAL, is now one of the Alternatives and refuses to support them.

The question as to how the DPKP has opened up the Hamburg GAL — would back to 1978 when Bunte (the List) stood for election. This latter self-pity to internal difficulties of the Konjunkturkrisen (the Communist Federation).

Massively criticising America's arms policy and Nato's missile deployment decision, Lafontaine now justifies his attitude by saying that it is no longer the Alliance treaties that are decisive for our security but "the technical machinery that has been erected in this country."

It is his, he says, that "decides the extent to which we can be drawn into a nuclear conflict. It is intolerable that Europeans should be a pawn in any adventure a superpower angages in."

Lafontaine, his party's left-wing ideologue, is certainly not alone with views that contradict the security policy of his party leadership.

In the tedious and masochistic decision-making processes on the deployment of the missiles this autumn, the SPD leadership will try to prevent giving the impression that it has departed from its course.

At the same time, it will try to cushion the growing discomfiture (in other parties as well) over the West's deterrence principle by throwing new ideas into the discussion. These ideas will primarily deal with strategies to lessen the danger of nuclear annihilation.

Should the rejection of Nato gain a broader foothold within the SPD with its internal frictions, there is a possibility that the public will equate SPD opposition to the new missiles with opposition to Nato itself.

To prevent the party from having its attitude towards the West appear in such an ambiguous light, the executive committee and the Bundestag SPD have repeatedly reaffirmed their loyalty to Nato over the past few months. This was also done with a view to the envisaged "East-West security partnership."

It is this that causes considerable tension within the Hamburg Greens.

*Klaus Ritter  
(Bremer Nachrichten, 1 September 1983)*

*(Stuttgarter Zeitung, 30 August 1983)*

manpower is a crucial problem for the Bundeswehr. It aims to keep 495,000.

In the past this has been no problem. Now it will be virtually impossible to baffle the babbles of the low birth-rate are fast reaching call-up age.

Defence Ministry officials in Bonn long been working on the pro-

Bundesmarine and the Luftwaffe more attractive.

One proposal that has already been scrapped is any idea of conscription for foreign residents. An extension of conscription from 15 to 18 months is also a no-go in the Bundeswehr.

The serious consequences of population trends have been dealt with by an Inter-Ministerial committee in Bonn run under the aegis of the Interior Ministry.

A first report was submitted in 1980. The committee is still working on further findings but the draft Part II is said to outline such serious repercussions that the authorities have stalled on publishing it.

As for voluntary service for women, initial plans to recruit between 25,000 and 30,000 women have been shelved. The number now envisaged is much smaller.

The net result seems sure to be the dramatic consequences outlined in the report by the Bundeswehr's long-term planning commission:

"If few women, or none, were signed on as regular soldiers, fewer foreign nationals' services were used and conscription were not extended to beyond 18 months, manpower in peacetime could be sure to decline by 20 per cent in relation to today."

In other words, there would about

100,000 soldiers fewer, although there have also been estimates of a manpower shortfall of a mere 50,000.

There are obvious possibilities of making a career in the armed forces more attractive financially, but the cash input would need to be limited, as otherwise there would not be enough money to buy arms and equipment.

Major purchases of arms and equipment lie ahead. "I have to think in terms of material and can't just main-

tain a reduction in the number of

regular corps of women volunteers.

These options looked into have in-

cluded a reduction in the number of

regular corps of women volunteers.

There are no obvious possibilities of

making a career in the armed forces

more attractive financially, but the cash

input would need to be limited, as

otherwise there would not be enough

money to buy arms and equipment.

Major purchases of arms and equip-

ment lie ahead. "I have to think in

terms of material and can't just main-

tain a reduction in the number of

regular corps of women volunteers.

These options looked into have in-

cluded a reduction in the number of

regular corps of women volunteers.

There are no obvious possibilities of

making a career in the armed forces

more attractive financially, but the cash

input would need to be limited, as

otherwise there would not be enough

money to buy arms and equipment.

Major purchases of arms and equip-

ment lie ahead. "I have to think in

terms of material and can't just main-

tain a reduction in the number of

regular corps of women volunteers.

These options looked into have in-

cluded a reduction in the number of

regular corps of women volunteers.

There are no obvious possibilities of

making a career in the armed forces

more attractive financially, but the cash

input would need to be limited, as

otherwise there would not be enough

money to buy arms and equipment.

Major purchases of arms and equip-

ment lie ahead. "I have to think in

terms of material and can't just main-

tain a reduction in the number of

regular corps of women volunteers.

These options looked into have in-

cluded a reduction in the number of

regular corps of women volunteers.

There are no obvious possibilities of

making a career in the armed forces

more attractive financially, but the cash

input would need to be limited, as

otherwise there would not be enough

money to buy arms and equipment.

Major purchases of arms and equip-

ment lie ahead. "I have to think in

terms of material and can't just main-

tain a reduction in the number of

regular corps of women volunteers.

These options looked into have in-

cluded a reduction in the number of

regular corps of women volunteers.

There are no obvious possibilities of

making a career in the armed forces

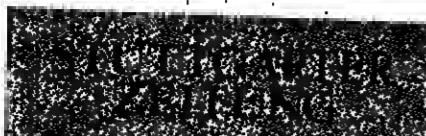
more attractive financially, but the cash

input would need to be limited, as

otherwise there would not be enough

## ■ BUSINESS

# Cash still widely acceptable in Germany despite rise of the credit card



Credit cards continue their relentless advance. Only a few years ago, the little plastic cards were regarded as the snob's calling card. Today it has not yet become legal tender for the man-in-the-street, but it is no rarity.

Statistics show that more than half of this country's 800,000 credit card holders earn more than DM100 a year. This is because credit-worthiness is essential.

Most of the hotels, restaurants and shops that accept the cards are not cheap. Nor is the annual card fee that ranges from DM48 to DM120.

Compared with the United States, West Germany does not use credit cards widely.

The average American has at least half a dozen. Most Germans are glad to have a Eurocheque card, which is not a credit card at all.

Those familiar with the USA know that it is almost indecent to pay cash in that country.

Credit cards are a sort of international legal tender anywhere in the world, including many East Bloc countries.

It takes between four and six weeks before a card holder needs to settle his account. This makes not only for more liquidity but can also result in interest gains.

But to be worthwhile a credit card organisation must have a sufficient number of firms that will honour the card.

More and more businesses are discovering the benefits of plastic money: 30,000 German firms accept the cards, primarily shops, hotels, restaurants and airlines.

But there are also garages, correspondence schools, airport parking lots and even museums and theatres.

Once shops that would take cards were usually in cities of more than 200,000, but this is changing rapidly. The card is advancing into the provinces and shopping centres outside metropolitan areas.

Diners Club GmbH, Germany's oldest credit card organisation, anticipates a further rise in the number of card holders and a doubling of the number of firms honouring the card.

So does *Gesellschaft für Zahlungssysteme* (GZS), Frankfurt, a sort of clearing house organisation that handles the Eurocard.

There are many reasons for this. The Berlin-based Research Centre for the Retail Business (FfH) has found that credit cards help sales. This helps reduce fixed costs that are unrelated to sales.

Another survey shows that credit cards improve profits despite commission paid to the card organisation. This is because cards attract customers, and usually better-paid ones.

It also encourages impulse buying. Business surveys show that those who accept several cards do particularly well.

Card organisations charge no initial fee to a business nor do they stipulate a minimum amount of sales. They simply collect a commission on each sale. This

has dropped from an average ten per cent in the mid-1950s to five per cent.

The German market is shared by four card organisations of which three (American Express, Diners Club and Eurocard) issue so-called travel and entertainment (T&E) cards. The holder is not given a line of credit but can use them freely for shopping, travelling, etc.

Card holders are billed once a month and are expected to settle on receipt.

The fourth card, Visa, is a bank card. The customer is allowed a certain level of credit and can pay it off in instalments. The interest paid by a customer is probably the main source of income in this case.

American Express, with its 250,000 cards, leads the field in Germany, followed by Eurocard (230,000), Diners Club (215,000) and Visa (65,000). But world-wide, Visa has probably by far the most card holders, an estimated 90 million.

Qualifications for card holders differ. Eurocard (established in 1978 jointly by German banks) requires no minimum income but makes a thorough credit-worthiness check through the applicant's bank.

The annual fee is DM100; 25,000 German businesses accept the card. But since Eurocard cooperates with American Mastercard and the British Access,

3.2 million businesses accept it worldwide.

Diners Club, which requires a minimum annual income of DM45,000 and charges DM120 a year, is honoured by 600,000 firms world-wide, (25,000 in Germany).

The minimum income for American Express is DM34,000 p.a. and the fee is DM120.

An initiation fee of DM100 has been dropped because it became uncompetitive. About 730,000 firms accept it worldwide (27,000 in West Germany).

There is no minimum income for Visa and the annual fee is only DM48. It is accepted by 3.2 million firms around the world (18,000 in Germany).

People who travel a lot often find that they need more than one card.

American Express is widely used in the Middle and Far East. Eurocard will get you furthest in the USA, Canada and Central America because of its co-operation deal with Mastercard and Access.

Visa has its stronghold in southern Europe, especially in Spain, Italy and France where its co-operation with the French *Carte Bleue* organisation is paying off handsomely.

Diners Club is well represented everywhere, but the firms accepting it usually are among the most expensive.

## Brand names to remember: not many

not only because they are useful and available everywhere but also because they have strong brand name images bolstered by world-wide advertising. This cannot be done in Germany.

Among companies with world-wide recognition are those specialising in consumer and industrial goods: Daimler-Benz, BMW, Siemens, Bosch, Bayer and Hoechst, for example.

Among the successful medium sized companies is the chainsaw factory Stihl which is a 1983 German marketing prize winner.

In consumer goods, few German firms can compete with Coca-Cola, Smirnoff, Levi's, Kodak, Samsonite, Hilton, Nescafe, American Express, Seiko and Polaroid.

Two lost wars and the loss of trademark rights explain a lot, but not everything.

Over the past 30 years, German manufacturers of brand name goods have done little to establish themselves abroad. Some of them have been taken over by multinational corporations.

One reason why "typically" German (and other national) products and services lag behind on international markets could be the high standard of German goods in terms of quality, taste and design. This means high prices.

Another reason is probably that there are very few German multinational corporations making brand name consumer goods and marketing them worldwide.

One exception is the Darmstadt-based Wella, which specialises in shampoos and other hair cosmetics.

Another clearly has to do with the unsuitability of the German language for international communication. Brand name goods marketed worldwide exist

## The Eurocheque card

Who issues how many in Germany (at July 31, 1982, in 1,000s)

Savings banks  
Co-operative societies  
Trading banks  
Post office  
Other credit institutions

Total 1664



of the longest trials in West Germany has ended after 4½ years with seven convictions. The charges arose out of the collapse in 1974 of the privately-owned Herstatt Bank with debts of DM1.2bn because of foreign-exchange deals. The fall in the rate of the dollar was the direct cause. The bank's former

card manager Bernhard von der

Heide, 48, and the former head of its

department, Helmut Hederich, 53, each faced DM45,000 and jailed for

six and five months. Three people

sentenced in March. The managing

partner, Ivan Herstatt, and chief foreign exchange dealer Denny Dattel, did not

know what was going on.

The bank had used book-keeping tricks including fictitious deposits from abroad to hide its plight.

The judge said that, with the bank in

the condition it was, the miserable role

of the auditors made it inevitable that

the bank would collapse.

Herstatt had the ultimate say on both

boards because he had 84 per cent

stake in the bank's capital.

Gerling, who was the chairman of

both the management and supervisory

boards and who had with sweeping

powers, used the bank to his own ends

and was fully aware of the dubious

deals that were going on.

But he was unwilling to take the responsibility for them. He was only interested in profits.

The judge said that the bank would have been closed long before if its balance sheets had not been cooked.

Through book-keeping tricks and sham deposits abroad the bank was able to hide the fact that it was on the verge of insolvency.

It is for this falsifying of balance sheets that the remaining two accused received prison sentences of 29 months each.

The court did, however, take into account that the two accused were unaware of the actual extent of the foreign exchange speculation and hence how deeply the bank was in trouble. The court also appreciated the fact that they did not personally profit from the deals except in the form of dividends.

The other accused in the trial, the biggest criminal trial involving economic crimes in post-war Germany, were either sentenced earlier or did not stand trial on grounds of ill health, as in the case of Ivan Herstatt and the head dealer of the foreign exchange department, Danny Dattel.

The presiding judge strongly criticised the length of the trial. Proceedings like this were an imposition not only on the judges but also on the accused and their counsel.

This sort of trial, he said, is always a danger of suffocating under the weight of its own paper work.

There was little point in pressing every minor charge. Instead future trials of this nature should restrict themselves to essential facts so that they could be completed within a reasonable time.

He pointed to the fact that the court had to wade through 67,000 foreign exchange deals. A trial lasting four-and-a-half years was in itself an injustice.

"Such a trial should not happen again," he said.

Hasso Ziegler  
(Stuttgarter Zeitung, 1 September 1983)



Three who did not face trial but who were involved with the bank. From left, Hans Gerling, chief shareholder, who is out of the country, managing director Ivan Herstatt and chief foreign exchange dealer Denny Dattel.



(Photos: dpa, Poly-Press)

on the auditors, who, he said had lied.

Herstatt was not fit to head a bank. Gerling, now safe in Switzerland, bad used the bank for his own ends and bad known what was going on.

The bank had used book-keeping tricks including fictitious deposits from abroad to hide its plight.

The judge said that, with the bank in

the condition it was, the miserable role

of the auditors made it inevitable that

the bank would collapse.

Herstatt had the ultimate say on both

boards because he had 84 per cent

stake in the bank's capital.

Gerling, who was the chairman of

both the management and supervisory

boards and who had with sweeping

powers, used the bank to his own ends

and was fully aware of the dubious

deals that were going on.

But he was unwilling to take the responsibility for them. He was only interested in profits.

The judge said that the bank would have been closed long before if its balance sheets had not been cooked.

Through book-keeping tricks and sham deposits abroad the bank was able to hide the fact that it was on the verge of insolvency.

It is for this falsifying of balance sheets that the remaining two accused received prison sentences of 29 months each.

The court did, however, take into account that the two accused were unaware of the actual extent of the foreign exchange speculation and hence how deeply the bank was in trouble. The court also appreciated the fact that they did not personally profit from the deals except in the form of dividends.

The other accused in the trial, the

biggest criminal trial involving economic crimes in post-war Germany, were either sentenced earlier or did not stand trial on grounds of ill health, as in the case of Ivan Herstatt and the head dealer of the foreign exchange department, Danny Dattel.

The presiding judge strongly criticised

the length of the trial. Proceedings like this were an imposition not only on the judges but also on the accused and their counsel.

This sort of trial, he said, is always a

danger of suffocating under the weight

of its own paper work.

There was little point in pressing

every minor charge.

Instead future trials of

this nature should restrict themselves

to essential facts so that they could be

completed within a reasonable time.

He cited some examples to show how

risky foreign exchange speculation can be:

...and so on.

The Herstatt Bank made an average

of 180 foreign exchange deals a day

worth about DM4bn. This means that a

one per cent fluctuation of the dollar

## DIE WELT

MARSHALICE TAGESZEITUNG

WORLDWIDE DAILY NEWSPAPER

## PERSPECTIVE

## Jumbo jet shooting may indicate power struggle in the Kremlin

Many Moscow-watchers feel the Korean airliner shot down by Soviet air force planes signifies a power struggle in the Kremlin. Wolfgang Leinhard, 62, agrees. He is an authority on the East Bloc. He grew up in the Soviet Union, where his parents were German emigrés, and moved to East Berlin in 1945. He fled to the West in 1950. He is now teaching at Yale and is here interviewed by Herbert Kremp of *Die Welt*.

**Question:** How could the Soviet Union possibly deny having shot down the Korean airliner for so long when the proof was plain for the world to see what had happened?

**Answer:** The denial of Soviet guilt by means of several contradictory and evasive statements indicates disagreement among Soviet leaders about what to say.

An immediate and straightforward declaration by the Soviet leaders that they deeply regretted the incident, expressed their sympathy with the bereaved and would punish those who were to blame would undoubtedly have been the best for the Soviet cause d'état.

But that would have meant blaming the Soviet armed forces, and the Soviet leaders obviously felt unable to go that far.

The Soviet military establishment was obviously opposed to the idea and is strong enough to impose its viewpoint on the subject.

**Q:** Who, in your view, given your knowledge of the Soviet command structure, is to blame? The military or the political leadership?

Airline pilots have reacted strongly to the shooting down of the South Korean jumbo jet.

At an emergency session of IFALPA, the International Federation of Pilots' Association, in London representatives of roughly 57,000 pilots in 67 Western countries did not mince words.

"We are deeply shocked by what has happened off Sakhalin," they announced. "We are thus firmly convinced a boycott of flights to the Soviet Union is necessary to make it clear to Moscow what damage it has done."

Pilot associations were notified of the appeal and called an to boycott for two months all flights to Russia, which happens to have more planes than any other country in the world.

Cockpit, the German pilots' association, reacted promptly from its head office in Frankfurt am Main.

"We immediately contacted the only airline that regularly flies to the Soviet Union from this country," says Uwe Holzwig, the association's spokesman.

"Lufthansa has to agree to our boycott. The legal position only allows us to strike in connection with disputes over wages and working conditions."

He is sure Cockpit's executive committee will declare its solidarity with pilots' associations that plan to act in accordance with the IFALPA appeal.

As a Lufthansa Boeing 707 pilot he knows what he is talking about. The German airline doesn't have many 707s left. But those it does fly over 4,500km of Siberia once a week.

So Holzwig knows better than many of his fellow-pilots what goes on in So-

A: The immediate operational responsibility as it were lies with the commander-in-chief of the Soviet Far Eastern defence region, General Gavrilov.

In the foreign policy context Mr Andropov's attitude signals, as imperfect as they may have been felt by some in the West to have been, encountered stiff resistance from everyone who is opposed to external moderation of all kinds.

They were particularly opposed to Mr Andropov's stated readiness to scrap a number of SS-20 in certain circumstances.

The body of opinion led by Mr Andropov is accurately briefed on the situation in the country at large and evidently keen to pursue a more realistic policy.

It would like to embark on urgently needed measures of economic modernisation, to take the edge out of the nationalistic problem and not to overstrain East-West relations.

The other viewpoint, firmly anchored in the hard core of the Party machine and the Red Army, is represented among the Soviet leaders by Murskin Ustinov and Mr Gromyko.

It is apparent to as much as the first mavea in the direction of domestic modernisation and external moderation.

Bath consists of representatives of the Soviet aid network, but the differences between them are important enough to merit being registered by the West.

Q: What will the international repercussions of the airliner incident be, do you think?

A: It has imposed a heavy burden on

conference, most unusually, at the Soviet Foreign Ministry.

In the foreign policy context Mr Andropov's attitude signals, as imperfect as they may have been felt by some in the West to have been, encountered stiff resistance from everyone who is opposed to external moderation of all kinds.

They were particularly opposed to Mr Andropov's stated readiness to scrap a number of SS-20 in certain circumstances.

A: Democratic Western press

newspapers

newspapers</p

Btx is a three-letter word that has long fascinated German media men. It stands for *Bildschirmtext*, the German for videotext.

A major attraction at the Berlin radio show, it was launched in the city in time for the show.

Btx access to computers for a wider public, as most private households already have the basic equipment: a telephone and colour television.

A phone call links the TV set to an entire network of computers run by the Bundespost, the West German postal and telecom service.

Subscribers can dial any of several hundred thousand frames for information computer-stored by all manner of suppliers.

They include newspapers and banks, mail-order companies and government agencies, even the Church.

Where and when are church services held on Sunday? Which doctor is available on emergency standby? When is the town hall open to answer inquiries?

Are tickets still available for the theatre? Is the delightful sky-blue pullover advertised in the mail-order catalogue in stock? What's new in the world?

The range of information available is virtually endless. Subscribers will be able to dial for information from similar facilities in other countries.

Since mid-1980 field trials have been held in Düsseldorf and Berlin, where 2,000 households and 1,000 commercial users have been hooked up to the system.

In Düsseldorf, for instance, over 300,000 frames of information are currently available, and this figure does not include data from outside computers.

After just over a year of trials it was decided to go countrywide. The system was to be launched at the 1983 Berlin radio show.

Btx has failed to make the deadline. It has not yet been able supply the Bundespost with the computers and programmes needed.

That, of course, is easier said than done. The phone call does not retrieve microfilm pages: it uncards individual signals that are assembled to make up a page, or frame.

A new standard is to be set, enabling better graphics, more attractive scripts and more colour to be used than in the field trials.

Agreement has been reached on this point by the Bundespost with other countries. Definition as fine as on TV is not possible, but the user has a wide range of personal choice.

Data from external computers means a gateway between the Bundespost's IBM equipment and other computer

**Continued from page 9**

grammes can neither be recorded nor overplayed.

**Bildschirmtext (videotext):** Btx gives everyone access to data banks of all kinds using a conventional colour TV with a 'decoder' as a computer terminal and an ordinary telephone with a special adapter to open up the line.

Subscribers can use the facility round the clock, dialling for the latest news and sports results, consumer information, money and other market reports.

The armchair viewer can become an armchair reader, not to mention an armchair shopper, armchair banker, armchair gamester and armchair hotel booker.

He can also exchange individual messages with any other Btx subscriber in a matter of seconds.

**Videotext:** This service also pages information on to the TV screen, although

## ■ BERLIN RADIO SHOW

# The nation gets a taste of Bildschirmtext's style



They will then be able to relay any message they want to any other Btx subscriber. This is the electronic mailbox facility.

Decoders still cost about DM1,000, which is why most initial subscribers will be commercial users.

Decoders still cost about DM1,000, which is why most initial subscribers will be commercial users.

Manufacturers' facilities must be possible. This compatibility requirement is what makes the scheme so difficult to set up.

The system Bonn Minister Christian Schwarz-Schilling inaugurated at the Berlin radio show was no more than a makeshift.

It relies on the computers used in the field trials but uses the new standard.

Countrywide access is a misleading claim inasmuch as only 5,000 new

subscribers can be accommodated at present. Btx proper will not get going until between April and June next year when its Ulm headquarters and the first regional computers are taken into service.

The Bundespost needs to have a network of interlinked computers all over the country to be able to handle enquiries from a large number of subscribers.

Btx computer access will need to be available via a local call from any part of Germany, so the rate at which the system is to be introduced has been accelerated.

It is to cover the entire country by mid-1985, or three years earlier than originally envisaged. Provided IBM can meet the deadline.

Btx will certainly be interesting for business users, and they will be the main market to begin with. It will, for instance, make it easier to maintain constant contact with travelling sales staff.

Smaller firms will find Btx useful in combination with office computers. Important information is there for the asking all over the place. Btx will give them access to it.

Chambers of commerce and industrial associations will be able to provide information in just the same way as private enterprises will.

For bulk orders and mail-order customers Btx can be combined with video discs. Clothes can be modelled on video discs, with Btx screening details of price, availability and electronic order facilities.

IPs will pick and choose the devices and price range they need to provide their information. The simplest units cost a mere DM5,000.

They consist of a screen and keyboard, a music recorder and a simple printout device. Between them they store, set up and print out information and numbers.

It is only a one-way traffic. But frames take time to retrieve and are often illegible if reception is poor because they are relayed by TV transmitter.

Yet it is gaining ground slowly but surely. Its advantage is that it is still free of charge, whereas Btx, or videotex, will cost higher phone bills and other charges.

Compact disc: A digital record player picks up sound of superb hi-fi quality from a record the size of a beer mat. The top of the tree is an external computer gateway, which can cost several hundred thousand marks.

The closed user group facility also makes it possible to restrict access to a specific category of subscriber.

Up to 70,000 players at DM2,000 and 200,000 discs at between DM35 and DM40 will, it is estimated, be sold in Germany this year.

Pundits forecast there will be no conventional gramophone records left in 10 years' time, only CDs.

They include in this case an immediate reply from the mail-order computer: order received with thanks, delivery by such and such a date.

Screen shopping is the will also mean comparing Btx to see what local dealers brand-name articles such as.

The opportunities are limited. Armchair banking clock is one, and able need to write a word.

An electronic directory item and an Infotel hotel facility being set up. Users to dial the name and place, and other details will be on the screen.

Tourists in Berlin seem to have been with more restricted facilities. In 10 plots not to continue once the system goes commercial.

Market research has shown that information, services arranged in conjunction with demand. Btx is less in the Institute of Foreign Relations, Stuttgart, of specialised information will shortly go on tour all over reference materials, said the world.

entertainment medium.

Cost to the subscriber is a statue of a statue on a pedestal in more than DM1,000 and flats of Dangast, a North Sea village near Wilhelmshaven.

IPs must indicate before artists since the early years of the frame what their charge will be.

The statue, by Anselm Kiefer, is very reminiscent in the photo of David Friedrich's early 19th century romantic painting The Monk by the Sea.

Information providers will be more than DM9.99 per frame, though popular with painters and much, much more.

But to help to launch the Post Office is to waive mostly until the end of 1984 and a per-cent discounts until the end of the year.

IPs must indicate before artists since the catalogues at least in some ways the idea behind the exhibition smacks of a bid to benefit mainly.

It is entitled Justification of Emptiness — How Towns Have Grown: Three and a Half Decades of Planning and Construction in the Federal Republic of Germany.

There is also an article by Dietrich Hirsch of the Nationalgalerie entitled

## Advertising

IPs will also have to make in-house production facilities.

Will Btx take advertising? Although there would be a borderlines, is a dealer's problem?

Advertising frames must be

(for Werbung, or advertising) has been laid down in the between the Länder (the responsible merely for the side).

German thoroughness is in the treaty arrangements for joint and data protection.

Will Btx be big business? While it must first be regularly a large number of subscribers, the novelty has worn off that time.

IPs will pick and choose the devices and price range they need to provide their information. The simplest units cost a mere DM5,000.

They consist of a screen and keyboard, a music recorder and a simple printout device. Between them they store, set up and print out information and numbers.

It is only a one-way traffic. But frames take time to retrieve and are often illegible if reception is poor because they are relayed by TV transmitter.

Yet it is gaining ground slowly but surely. Its advantage is that it is still free of charge, whereas Btx, or videotex, will cost higher phone bills and other charges.

Compact disc: A digital record player picks up sound of superb hi-fi quality from a record the size of a beer mat. The top of the tree is an external computer gateway, which can cost several hundred thousand marks.

The closed user group facility also makes it possible to restrict access to a specific category of subscriber.

Up to 70,000 players at DM2,000 and 200,000 discs at between DM35 and DM40 will, it is estimated, be sold in Germany this year.

Pundits forecast there will be no conventional gramophone records left in 10 years' time, only CDs.

They include in this case an immediate

reply from the mail-order computer: order received with thanks, delivery by such and such a date.

## HIBITIONS

# Like learning how to live, it's easier said than done

touring exhibition has something useful to say.

It features about 60 artists and work of theirs that is felt to be impressive and was commissioned for public display.

It is work commissioned for public buildings and squares, churches, schools, universities, administrative facilities, hospitals, concert halls, theatres, libraries, stations, public baths and times just for outdoors.

Outdoors here means for and in landscapes and for disused air-raid shelters.

Wherever possible, original works or designs are on show, but most exhibits are large-scale photographs by the Mannheim industrial photographer Robert Häusser.

He spent a year touring Germany, from Munich and Saarbrücken and from Sylt to West Berlin to put his collection together.

The 187-page catalogue, profusely illustrated, costs DM36 and includes a temperamental and at times caustic, but mainly witty and intellectually pleasing essay by Manfred Sack.

It is entitled Justification of Emptiness — How Towns Have Grown: Three and a Half Decades of Planning and Construction in the Federal Republic of Germany.

There is also an article by Dietrich Hirsch of the Nationalgalerie entitled

## Meteorological stations all over the world



supplied the data arranged in see-at-a-glance tables in these new reference works. They include details of air and water temperature, precipitation, humidity, sunshine, physical stress of climate, wind conditions and frequency of thunderstorms.

These figures compiled over the years are invaluable both for planning journeys to distant countries and for scientific research.

Basic facts and figures for every country in the world form a preface to the tables. The emphasis is on the country's natural statistics, on climate, population, trade and transport.

The guides are handy in size and flexibly bound, indispensable for daily use in commerce, industry and the travel trade.

Four volumes are available:

North and South America, 172 pp., DM 22.80; Asia/Australia, 240 pp., DM 24.80; Africa, 130 pp., DM 19.80; Europe/USSR, 240 pp., DM 24.80.

It is entitled Justification of Emptiness — How Towns Have Grown: Three and a Half Decades of Planning and Construction in the Federal Republic of Germany.

There are Otto Herbert Hajek's joyful statues in Mülheim, Saarbrücken, and Frankfurt, am Moin. (of which Horst Krüger in a TV essay said that contrary to all expectations the city had grown partially 'habitable' again);

The writer rather doubts whether, in contrast, it is much fun sitting under Ferdinand Kriwet's neon lights at the Ruhr University in Bochum.

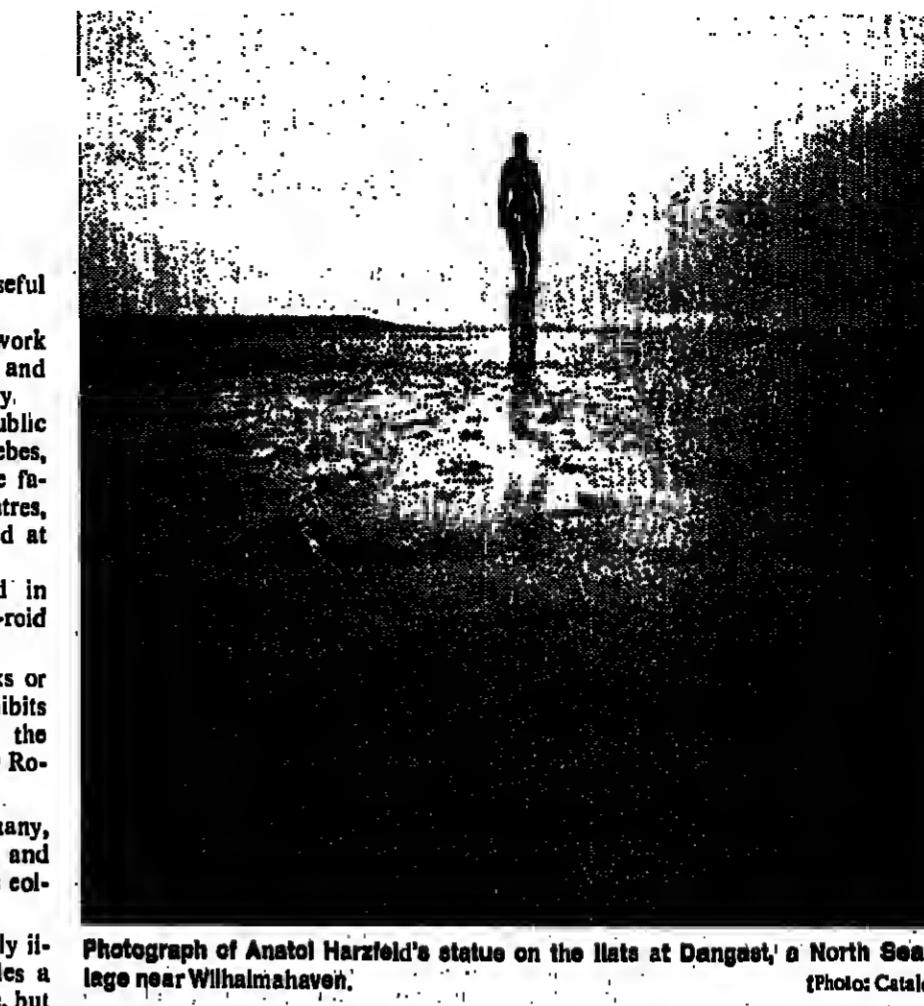
The exhibition features ample material for debate, which makes it valuable.

The exhibition and catalogue, combined tend to reflect the view expressed by a spray-can artist on the wall of a Kurfürstendamm shopping centre in Berlin.

"Learn how to live," the graffiti artist sprayed. It is indeed easier said than done.

Jürgen Beckmann

(Stuttgarter Zeitung, 15 August 1983)



Photograph of Anatol Herzfeld's statue on the flats at Dangast, a North Sea village near Wilhelmshaven.

(Photo: Catalogue)

The Functional is not always the Significant.

Both recall the days of hectic construction at the time of the post-war "economic miracle" when, after the wartime devastation, Germany was rebuilt. Private housing developments spread out of town, concrete blocks grew steadily taller and churches were smaller in comparison.

It was on era when many opportunities were missed and a number of unpardonable and irresponsible architectural sins were committed.

The two men mention the programme of work commissioned from artists in connection with public-sector building: kind of fig-leaf that was allowed to account for two, later three, per cent of the cost.

But the resulting statues and mosaics or wall paintings were merely added as an after-thought to the finished building and intended as little more than a welfare measure, to help struggling artists to make ends meet.

It is perhaps just us well that next to no-one will understand.

How modestly, how beautifully and how fittingly Horst Trier in contrast painted the Orangerie at Charlottenburg Castle!

He has combined the abstract and the baroque, sensitively reflecting the past in a modern manner. What a world of difference from so many kinds of abstract art!

Other examples of art in architecture that flash a signal and create something significant to combat the anonymous also stand out.

They include Jean Dewasne's painting of a section of underground railway in Hanover, the strongly-coloured, geometrical signs of Günter Fruhtrunk in Bochum, Munich and Neuburg (the last-named a Bundeswehr college).

There are Otto Herbert Hajek's joyful statues in Mülheim, Saarbrücken, and Frankfurt, am Moin. (of which Horst Krüger in a TV essay said that contrary to all expectations the city had grown partially 'habitable' again);

The writer rather doubts whether, in contrast, it is much fun sitting under Ferdinand Kriwet's neon lights at the Ruhr University in Bochum.

The exhibition features ample material for debate, which makes it valuable.

The exhibition and catalogue, combined tend to reflect the view expressed by a spray-can artist on the wall of a Kurfürstendamm shopping centre in Berlin.

"Learn how to live," the graffiti artist sprayed. It is indeed easier said than done.</p

## ■ THE CINEMA

## Eliminating the charm of the Sunshine Patriot

The 40th Venice Film Festival opened with a West German film, *Ediths Tagebuch* (Edith's Diary) directed by Hans W. Geissendorfer, and based on a Patricia Highsmith novel.

The trouble with the film is it eliminates the very qualities that lend charm to the novel.

In the book, Edith sees her life pass before her at the moment of her death. Towards the end the author speeds up the narrative.

This principle of accelerated motion is also used by Geissendorfer in the film.

Geissendorfer and Highsmith took a bow together after the Venice screening. This was irritating, because nobody could have more grotesquely warped the original than Geissendorfer.

Edith is about 30 when the book begins. She, her husband Brett and her 10-year-old son Clifford move from New York to Brunswick Corner.

The journalist couple, of whom the author says, more or less in passing, that they are "American-liberal and a bit left of centre," make their middle-class dream of a home of their own come true. But their house becomes more of a prison than castle for Edith.

In a tortuously detailed narrative, Highsmith describes the decline of a family. She depicts the lethargy of a woman's everyday life, her almost mechanical dedication to duty. Her only escape is the flight into a dream world.

The novel starts in 1955, ending 19 years later with the death of a woman who had tried in vain to lie her way out of the desolation of everyday life.

She describes her dreams in her diary; and the book covers ten years before the vicissitudes of everyday life become so intolerable as to necessitate this safety valve.

*Ediths Tagebuch* deals with the psychology of a victim, a woman, appalled — as if by vampires — by her neurotic, infantile and obese son Clifford, her husband Brett (whose liberalism inadequately papers over his pasha attitude) and the uncle from whom she has expectations and who unashamedly permits himself to be doted on. In fact, it never becomes quite clear whether the uncle is just a hypochondriac or whether he indulges in some subtle psychological terror.

The novel is set in the United States, and neither the place nor the period in which the novel is set is exchangeable at will.

This is so because all characters are chained to the American Dream: a vague feeling that failure in life cannot be blamed on misfortune but on one's own failure.

The author describes the ne'er-do-well Clifford by quoting Tom Paine's War of Independence words about the "summer soldier and the sunshine patriot."

In any event, this is not how Edith wants to be. She fights come hell or storm, wanting to become something of an American heroine. She accepts the American values and ideals, suffers over Watergate and Vietnam, writing in her diary: "True hell is the difference between dreams and reality."

Geissendorfer, who once before made a moderately successful adaptation of a Highsmith novel (*Die gläserne*

Zelle), rushes through the novel like an express train, hastily grabbing for motifs, characters and bits of action.

The net result is the elimination of what lent charm to the novel and were at the root of it: slow decline and erosion under the pressure of life.

The film story starts in 1978 and ends five years later. And even in this shortened time span, the director fails to convey an adequate sense of time to the viewer.

Unlike in the novel, where friends and neighbours have characters and a story of their own, in the film they become anaemic extras and abstractions without a story behind them.

The small American town that Patricia Highsmith describes in such detail has been transposed to a featureless West Berlin that could be anywhere.

The characters have been renamed. They are now Edith, Paul, Chris and Georg.

Edith and Paul are probably supposed to be what has on occasion been called "the children of Marx and Coca-Cola."

In any event, the film intimates from time to time that the student unrest of the 1960s has left its mark.

Geissendorfer's original idea was to make his film narrative start in the late 1960s, and it would have been interesting to see what would have become of it had he done so. As it is, all that remains of the original story is a few trace elements.

The husband brings his girlfriend home for tea; and when, after the divorce, the girlfriend has a baby girl, Edith receives a telegram saying "wish you were here."

None of the Highsmith characters has been able to escape Geissendorfer's brutal hands.

*Ediths Tagebuch* deals with the psychology of a victim, a woman, appalled — as if by vampires — by her neurotic, infantile and obese son Clifford, her husband Brett (whose liberalism inadequately papers over his pasha attitude) and the uncle from whom she has expectations and who unashamedly permits himself to be doted on. In fact, it never becomes quite clear whether the uncle is just a hypochondriac or whether he indulges in some subtle psychological terror.

The novel is set in the United States, and neither the place nor the period in which the novel is set is exchangeable at will.

This is so because all characters are chained to the American Dream: a vague feeling that failure in life cannot be blamed on misfortune but on one's own failure.

The author describes the ne'er-do-well Clifford by quoting Tom Paine's War of Independence words about the "summer soldier and the sunshine patriot."

In any event, this is not how Edith wants to be. She fights come hell or storm, wanting to become something of an American heroine. She accepts the American values and ideals, suffers over Watergate and Vietnam, writing in her diary: "True hell is the difference between dreams and reality."

Geissendorfer, who once before made a moderately successful adaptation of a Highsmith novel (*Die gläserne*



Paul (Vadim Glowna) and Edith (Angela Winkler) in 'Ediths Tagebuch'.

(Photo: Frankfurter Presse für Deutschland)

"the only normal and moral character in this story."

The (at least outwardly) dispassionate and almost merciless description in the novel has been abandoned in the film in favour of a moralising description in which the world is divided into victims and perpetrators.

The novel is marked by a conspicuous absence of anger and hatred, the very feelings that make the creation of a second, artificial world plausible.

Angela Winkler, whose affected poses and outlandish gestures have made this film pretty insufferable, is certainly not the type of woman who would meekly put up with everything. She defends herself, at least verbally, and the resignation that remains is neglected by the director.

In any event, the dream image of middle-class happiness is alien to the psychological makeup of the heroine. It is therefore not surprising that the numerous battles in the scenes in which Edith dreams of tomorrow steeped in tried and proven values in a cold, marble-like light that nullifies any idea of happiness.

Clifford, the cowardly, fat son, becomes Chris, an aggressive and violent psychopath.

This provides Geissendorfer with an

## PEOPLE IN THE ARTS The voice of conventional architecture

Otto 58 is Germany's best architect abroad.

Germany is regarded as an ecotone source of ideas and technologies who seldom joins in the architectural debate and has selected work of his own.

There are good reasons why Frei

is strongly opposed to conventional architecture. He says it contradicts

technology on the one hand and

on the other.

(Photo: Frankfurter Presse für Deutschland)

the results of building are not what opportunity to insert books is really interesting. What interests him are the processes that lead to popular taste.

Instead of the sense of scale is the yardstick he applies to his is so much in evidence in his work too, and he is almost embarrassed when he recalls the Olympic Stadium.

Alongside a large photo of a human embryo were shown the "building component of living nature, the tire."

Then came designs based on these principles that have made Frei Otto and his institute famous.

They include his Arctic city under-

nearth a marquee roof two kilometres wide and his own home, based on the solar principle, which he and his pupil Rob Krier built.

Krier is not one of the leading post-moderns in architecture.

What interests the Russians in Frei Otto and his work? In future, he says, the Russians don't want to make do with imitations of Western architecture.

This is merely his personal assumption. But the latest exhibition in the Soviet Union will be his second.

In Moscow and Gorki, he says, people are taking a much keener interest in ecological architecture than many in the West are prepared to believe.

Dankwart Curatzsch  
(Die Welt, 19 August 1983)



Frei Otto . . . seeking a consensus.

(Photo: dpa)

near Stuttgart, and the skull of a brown owl.

The Matterhorn and grass stamens compete with TV towers and the filigree masonry of Ulm Minster.

Alongside a large photo of a human embryo were shown the "building component of living nature, the tire."

Then came designs based on these principles that have made Frei Otto and his institute famous.

They include his Arctic city under-

nearth a marquee roof two kilometres wide and his own home, based on the solar principle, which he and his pupil Rob Krier built.

Krier is not one of the leading post-

moderns in architecture.

What interests the Russians in Frei Otto and his work? In future, he says, the Russians don't want to make do with imitations of Western architecture.

This is merely his personal assumption. But the latest exhibition in the Soviet Union will be his second.

In Moscow and Gorki, he says, people are taking a much keener interest in ecological architecture than many in the West are prepared to believe.

Dankwart Curatzsch  
(Die Welt, 19 August 1983)

## Director gets huge budget to film best-selling book

DIE WELT

The *Endless Story*, a best-selling book by Michael Ende, is being filmed at the Bavaria Studios in Gelsenkirchen, Munich.

The film, directed by Wolfgang Petersen, is scheduled to cost DM60m, which will make it the most expensive ever produced in Germany.

Emden-born Petersen, 42, who has been a film-maker since 1970, will be breaking his own record for the costliest-ever German film.

It was the screen version of Lothar Buchheim's novel *The Boat*, a project that proved too much for even such experienced American directors as Don Siegel and John Sturges.

*The Boat* cost Petersen DM25m to film and earned him not only the reputation of having been responsible for the most expensive German film since the Second World War.

They include his Arctic city under-

nearth a marquee roof two kilometres wide and his own home, based on the solar principle, which he and his pupil Rob Krier built.

Petersen has since had a reputation for being able to handle any material, no matter how gigantic. When a large-budget film beset by difficulties is planned in German studios he is often the last hope.

Another director was originally intended to handle Ende's bulky novel. But he threw in the towel. Writing the screenplay, he said, seemed likely to be as arduous as one of the labours of Hercules.

But with expenses already running into seven figures the producers called in Petersen, who was about to start pre-



Wolfgang Petersen . . . set to beat own record.

(Photo: Patrick La Banca)

liminary work on a film about the medieval pirate Klaus Störtebeker.

He was persuaded to achieve his pirate project for a while and write a screenplay for a while and write a screenplay based on Ende's novel. It met with the writer's approval.

But the project that is currently being filmed in Munich now has little in common with the screenplay Ende originally endorsed.

Petersen has had to change the screenplay more than once to satisfy the Americans who are backing the production.

A grandiose allegory on the intellectual pauperisation of man resulting from the suppression of the imagination has been transformed into a fantastic story along Star Wars lines.

Cinema-goers will be able to form their own judgement when the film is networked next April. Soft-spoken Petersen is unperturbed.

He made a name for himself in the 1970s with films for a TV crime serial. His first full-length cinema film, *Einer von uns beiden*, was nominated for an Oscar in 1974.

When the hue and cry about The Endless Story are over, he says, he will return to work on the film about his favourite pirate, Störtebeker.

Margarete von Schwarzkopf  
(Die Welt, 3 September 1983)

## 220,000 suppliers of 75,000 products 'made in Germany'



### Who manufactures what?

Find supplier and products, send for quotations, compare prices, track down special sources of supply, cut costs by buying at lower prices.

This is a reference work every buying department should have at the ready.

Easy to use, just like an encyclopaedia:

Products, including 9,000 trade marks, are arranged alphabetically, complete with

manufacturer's or supplier's address.

A telephone number is listed for each supplier.

1,400 pages A4, indexed in English and French.

Price: DM88.16 post free in Germany, DM75 off abroad.

Order direct from us or from your regular bookseller.



DAV-Verlagshaus  
Postfach 11 03 20  
D-6100 Darmstadt  
Federal Republic of Germany

Tel.: (061 51) 3 3861

## Industrial films more than just propaganda

Georges Franju also worked for industry in that era.

Of course, today there is no sign of such artistic heights.

The industrial film has progressed from an advertising to an information medium. This is shown by the fact that the biggest financier is now the public sector with institutions such as the post office and the armed forces. It is also shown by the fact that more and more industrial films are now no longer intended for the public but for specific target groups.

Corporations that once commissioned these films played the very role of film promotion plays today.

In the 1920s and 1930s, Walter Ritts made a name for himself with industrial films as did Robert J. Flaherty with his famous Eskimo film *Nanook of the North* which was commissioned by a New York firm of fur traders.

British documentary films of the 1930s were financed by the post office. And it was the French aluminium company Pechiney that commissioned *Le chant du Styrax* (1957) by Alain Res-

hals. This change in objectives can be seen in the films that took top places at this year's Hanover Festival, held every se-

Continued on page 13

## ■ MODERN LIVING

## Council clamps down on sex in advertising

### Women's organisation

**S**exual discrimination is one of the main grounds for complaints lodged with the German advertising council.

The council, which comprises 10 men and no women, is intended to maintain standards of advertising. It receives between 200 and 400 complaints a year. Its members are drawn from business including advertising and publishing.

One advertisement under scrutiny was for sun blinds. It showed a woman getting undressed behind the blind.

The council censured the ad for excessive use of a woman's sexuality for business promotion. It was withdrawn.

So was a magazine with the heading "Button after Button".

Here, an alluringly young woman with her shirt half unbuttoned was supposed to help sell an alcoholic drink to housewives and mothers.

The woman who is a housewife and mother and breadwinner is barely in evidence.

**Aktion Klartext**, an association of women media workers, says the women in ads are so beautiful and perfect that they do not reflect reality.

The advertising industry conveys the image of such ravishing beauty as to make average women undesirable to their husbands, they maintain.

Why, they ask, does advertising not show every-day-woman with whom the women-in-the-street can identify?

The committee has also been criticised for having been a purely male body since its inception.

Women's organisations concede that the members are elected by a democratic process within the umbrella organisation of the advertising industry; but they deplore the fact that women candidates have not received sufficient backing.

The advertising council and the council of German women (the umbrella organisation for some ten million organised women) have been trying to cooperate more closely during the past year.

Some of the complaints are forwarded to either of two organisations in Berlin which sue on behalf of consumers. Some complaints are rejected, particularly where it is because of personal dislike for a particular product. Occasionally one company wants merely to deal the competition a blow below the belt.

When a complaint is justified, the company is asked to comment. The comments are sent to the committee together with the reasons for the complaint.

An advertisement is regarded as offensive if most of the committee members reject it.

"When this happens, most companies withdraw the ad on the spot," says Volker Nickel.

Those who refuse to withdraw are publicly censured, which can only harm their image, something known as "negative advertising" among admen.

In the 11 years since the committee was established, only two companies have refused to withdraw advertisements and been censured. One was Jägermeister, a distillery.

The stiff criticism by women's organisations has prompted the committee to urge the advertising industry to drop "deceitful and indecent depictions of women."

Nickel stresses, however, that advertising is not meant to shape society; it only reflects it, at best.

Advertising, he says, always always to social developments because it would otherwise be unable to convince the consumer.

In a bid to disprove the criticism by women's organisations, the committee commissioned a survey of advertising discriminating against women.

It turned out that only 26 out of the 2,614 advertisements reviewed showed naked women. Of these, the nakedness was product-related in 16 cases promoting such goods as bath salts, pantyhose or sun lamps.

In only five of the ads was the nakedness not directly product-related.

Most of the ads showing women (33 per cent) involved leisure: 21 per cent, work; and 19 per cent involved women as housewives and mothers.

The woman who is a housewife and mother and breadwinner is barely in evidence.

**Aktion Klartext**, an association of women media workers, says the women in ads are so beautiful and perfect that they do not reflect reality.

The advertising industry conveys the image of such ravishing beauty as to make average women undesirable to their husbands, they maintain.

Why, they ask, does advertising not show every-day-woman with whom the women-in-the-street can identify?

The committee has also been criticised for having been a purely male body since its inception.

Women's organisations concede that the members are elected by a democratic process within the umbrella organisation of the advertising industry; but they deplore the fact that women candidates have not received sufficient backing.

The advertising council and the council of German women (the umbrella organisation for some ten million organised women) have been trying to cooperate more closely during the past year.

Some of the complaints are forwarded to either of two organisations in Berlin which sue on behalf of consumers.

Some complaints are rejected, particularly where it is because of personal dislike for a particular product. Occasionally one company wants merely to deal the competition a blow below the belt.

When a complaint is justified, the company is asked to comment. The comments are sent to the committee together with the reasons for the complaint.

An advertisement is regarded as offensive if most of the committee members reject it.

"When this happens, most companies withdraw the ad on the spot," says Volker Nickel.

Those who refuse to withdraw are publicly censured, which can only harm their image, something known as "negative advertising" among admen.

In the 11 years since the committee was established, only two companies have refused to withdraw advertisements and been censured. One was Jägermeister, a distillery.

The stiff criticism by women's organisations has prompted the committee to urge the advertising industry to drop "deceitful and indecent depictions of women."

Modern mores v. medieval justice: just fun or something more sinister?

(Photo: AP)



Watchdog against smut.

### THE ARMS TRADE

## Four charged over alleged illegal exports

executives of the Düsseldorf manufacturers Rheinmetall, a Franco-German company. They include parts manufactured by Messerschmitt-Bölkow-Blohm and others.

Include arms sold to Saudi Arabia. The affair has been going for five years.

In the 1970s the four accused exports equipment with Bonn government permission to Italy, Spain and Turkey.

The goods finally found their way, mostly for which Rheinmetall have been most unlikely to have the go-ahead by Bonn.

ammunition filling plant ended South Africa, about 1,000 machines went to Saudi Arabia and roughly double-barrelled 20-mm field guns went to Argentina.

of the field guns, officially for Spain, were captured by British and the Argentinian forces on the islands.

They were fired by Argentinian pilots of Mirage jets and, like the Mirage, were French-made. But they are said to have been equipped with Messerschmitt-Bölkow-Blohm detonators.

Keeping an eye on which weapons

are supplied to whom is made more difficult still by manufacture under licence and the export of entire ordnance factories.

The G3 rifle, manufactured by Heckler & Koch, is currently made under licence in Iran, Pakistan, Saudi Arabia, Thailand and Brazil too.

Legal proceedings in respect of illegal arms exports can be as problematic as keeping a check on where the arms go.

Most legal experts are agreed that the German legal provisions fail to clearly state where legality ends and illegality begins.

Jürgen Waldowski, a Düsseldorf lawyer who works as a consultant to Rheinmetall, makes subtle distinctions in connection with a shipping certificate issued by Bonn.

The certificate, which amounts to an arms export go-ahead, is not null and void merely because the supplier was subsequently discovered to have submitted inaccurate information about the country of destination.

This "slip of the pen" is not, he argues, a criminal offence. It is merely a minor offence for which a fine of up to DM10,000 may be imposed.

There is no way, as the law stands, in which it can be said after the event to have been a criminal misdemeanour. It would only have been a criminal offence if no permit had been issued.

This is the charge levelled by the Düsseldorf public prosecutor's office in its proceedings against the Rheinmetall executives.

But because the evidence includes classified documents the proceedings are being held in camera.

The public prosecutors are clearly unmoved by the fact that Rheinmetall applied for and was issued with valid shipping documents for the order in question.

They are convinced that documents found when police searched Rheinmetall's offices two years ago prove the management knew beforehand that shipments were intended for destinations other than the ones they stated.

The prosecution's case is based on more than vague suspicions. If the reaction of the Düsseldorf district court is any guide,

Arms dealers almost always operate in a manner that is not strictly legal, while many countries strictly refuse to consider terms which stipulate that they cannot re-export arms they buy.

They argue that any such provision is an invasion into their sovereignty. Countries that use this argument include Israel, which handles 25 per cent of the arms trade with the Third World.

Roland anti-aircraft tank has sold to Nigeria, Argentina and

Britain and France, which are Bonn's main partners in the arms trade, likewise refuse as a rule to agree not to re-export arms to countries that use this argument.

Hans Otto Egli

(Die Zeit, 2 September 1983)



(Photo: Sven Simon)

## Swiss opt for German tank

Bonn has won a tank battle against Washington: now Switzerland has decided to buy the Munich-built Leopard tank rather than the American M-1.

The Swiss plan to buy 420 Leopard Mk 2s over a period of 15 years. The contract is worth 4.5bn francs, or roughly DM5.5bn at today's prices.

They are buying the first 35 off the peg from the German manufacturers. The remainder will be manufactured under licence by Contraves, a subsidiary of the Swiss arms multi, Bührle AG.

Two prototypes of each model were put through their paces in the Swiss mountains over a trial period of two years.

Fire power, mobility and protection were the main criteria, and this is how the two are said to have compared:

- The Leo II is superior in fire power. It has a 120-mm smooth-bore gun, whereas the M-1 still has a conventional 105-mm Nato tank gun.

- The German tank is likewise better in mobility, transmission reliability and chassis. At high speed one of the M-1s twice got out of control.

- The two tanks are roughly equal in the ballistic and armour protection they provide.

Swiss militiamen, who are reservists and not regular soldiers, surprisingly took only three weeks to learn how to handle the sophisticated Leopard.

But the Swiss would like to see several changes made to the model they are to have. Their Leopard is to be fitted out with a digital computer, capable of handling the calculations for a wider range of ammunition.

Hundreds of German companies will supply parts and systems for the Swiss firm that will be manufacturing the tank under licence.

Yet a Swiss-made Leopard will still be much less expensive than an M-1 manufactured under licence.

The German Bundeswehr has ordered 1,800 Leopard 2s. A further 445 have been ordered by the Dutch army. About 1,500 companies are working on the contract.

A spokesman for the main contractors, Krauss-Maffei of Munich, said the Swiss government's decision, which has yet to be given parliamentary approval, was most encouraging.

But more jobs were unlikely to result. "We still have leeway," he says. "We are not working flat-out."

dpa

(Hamburger Abendblatt, 25 August 1983)